

Base Compensation

Wholesaler -- All Product

PRODUCT	BASE COMPENSATION: SALARY OR DRAW (\$)						
	Weighted Average	Low	High	Low 25% Quartile	Median 50%	High 75% Quartile	90th Percentile
All Product	65,100	23,000	188,000	50,500	61,600	75,000	100,000

\$50,500

\$61,600



\$75,000

\$100,000

Competitive Zone

PRODUCT	Weighted Average	Low	High	Your Company vs. Benchmarks			
401(k)	73,500	40,000	188,000				
Annuities	61,600	36,000	188,000				
Managed Money	70,900	40,000	165,000				
Mutual Funds	66,100	23,000	125,000				

COMPANY SIZE

COMPANY SIZE	Weighted Average	Low	High	Your Company vs. Benchmarks			
Under \$25B	69,700	45,000	165,000				
Over \$25B - \$75B	62,100	36,000	125,000				
Over \$75B - \$125B	61,600	40,000	150,000				
Over \$125B - \$200B	64,300	45,000	141,000				
Over \$200B	67,100	23,000	188,000				

DISTRIBUTION

DISTRIBUTION	Weighted Average	Low	High	Your Company vs. Benchmarks			
Banks	64,500	23,000	188,000				
Consultants	73,500	23,000	150,000				
Insurance	65,800	36,000	188,000				
NASD	64,800	23,000	165,000				
Wire Houses	66,600	23,000	188,000				

PHASE OF MARKET DEVELOPMENT

PHASE OF MARKET DEVELOPMENT	Weighted Average	Low	High	Your Company vs. Benchmarks			
Threshold	67,400	45,000	165,000				
Growth	66,200	23,000	141,000				
Maturity	62,800	36,000	188,000				
Decline	67,700	45,000	125,000				